

# PABLO I. HERNANDEZ-LAGOS

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## ACADEMIC POSITIONS

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**New York University, Abu Dhabi** Abu Dhabi, UAE  
Assistant Professor of Economics 2013 - Present

## Other research affiliations

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**Paris School of Economics (PSE)** Paris, FRA  
Visiting Scholar 01/2015

**Northwestern University, Kellogg School of Management** Evanston, IL  
Visiting Scholar, Managerial Economics and Decision Sciences (MEDS) 05/2014 - 08/2014

## EDUCATION

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**University of California Berkeley, Haas School of Business** Berkeley, CA  
PhD Business Administration, Business and Public Policy (BPP) 2008 - 2013

**University of California Berkeley, Haas School of Business** Berkeley, CA  
MS Business Administration, Business and Public Policy (BPP) 2008 - 2010

**Universidad de Chile, Industrial Engineering Department** Santiago, CL  
MS Applied Economics (Maximum Distinction), Center for Applied Economics 2005 - 2006

**Universidad de Chile, Industrial Engineering Department** Santiago, CL  
BS Industrial Engineering (Maximum Distinction) 2000 - 2006

## RESEARCH

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### Working Papers

“Rents from Power for a Dissident Elite and Mass Mobilization.” (with Kemal K. Aköz)

“Cooperative Initiative through Pre-Play Communication in One-Shot Games.”

“Persistence of Cooperation,” (with C. Senik and T. Verdier).

“Do National Leaders Matter for Economic Growth?” (with T. Reyes and R. Zuñiga).

“Leading-by-example in a Prisoners' Dilemma.”

“The Survival Benefits of a Balanced Burn Rate” (with R. Berman). Featured: [KNOWLEDGE@WHARTON](#).

### Submitted Papers

“Political Identity and Trust,” (with D. Minor).

“The Paradox of Civilization: Pre-institutional Sources of Security and Prosperity,” (with E. Dal Bó and S. Mazzuca). Featured: [voxeu.org](#) (Most read, August), [NBER](#), [bradford-delong.com](#) (“Must-reads”)

“Leaders and Markets: National Leadership and Stock Market Performance” (with T. Reyes and M. Alvarez).

## **Forthcoming Papers**

“Do People Who Care About Others Cooperate More? Experimental Evidence from Relative Incentive Pay,” (with D. Minor and D. Sisak). *Experimental Economics*.

"Does Risk Shifting Really Happen? Results from an Experiment," (with P. Povel and G. Sertsios). *Review of Corporate Finance Studies*

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## **GRANTS AND HONORS**

### **Grants**

Mack Institute for Innovation Management Research Fellowship. Wharton (US\$7k) 2015  
X-lab Research Grant, UC Berkeley (US\$10k) 2011, 2012

### **Honors**

Sasakawa Research Fellowship, Sasakawa Foundation, IBI-Haas. 2008 – 2012  
Dean's Research Fellowship, Dean, UC Berkeley-Haas. 2008 – 2012  
Haas PhD program Fellowship, PhD Program, UC Berkeley-Haas. 2008 – 2011  
President of the Republic Fellowship, Ministry of Planning, Chile. 2008  
Self-Application Scholarship CONICYT, Chile. 2008  
Outstanding Student, Industrial Engineering, Universidad de Chile. 2003 – 2005

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## **INVITED SEMINARS AND CONFERENCES**

### **2016**

11th Institutions and Innovation Seminar. Harvard Business School, October  
36th Annual Conference Strategic Management Society, September  
31st Annual Congress of the European Economic Association, August  
Econometric Society Meeting Philadelphia, June  
Oxford-Duke Conference on Cognitive Approaches to Law, Economics, Politics and Policy, April  
NBER Political Economy Program, April  
NYU Global Network Experimental Social Sciences Workshop, January  
AEA meetings: Econometric Society, North American Winter Meeting, January

### **2015**

10th Institutions and Innovation Seminar. Harvard Business School, November  
Pontificia Universidad Católica de Chile, Entrepreneurial Strategy Under Uncertainty Seminar, July  
Paris School of Economics, Economics and Psychology Seminar, January  
Paris School of Economics, Roy-Adres Seminar Economic Theory, January  
New York University AD, Research Conference, March  
New York University AD, SSEL Inaugural, March

### **2014**

NHH, SEEDEC, December  
9th Institutions and Innovation Seminar. Harvard Business School, November  
U. Pompeu Fabra, Workshop Experimental Economics, October  
New York University – CESS Experimental Political Science Conference, March  
New York University AD, Winter Experimental Social Sciences Institute, January

### **2013**

FBK Workshop Behavioral Economics, Trento, IT, October  
Universidad de Chile CEA, Workshop Managerial Economics, March  
University of Minnesota, Carlson School of Management, Work & Organizations Department, February

2012

7th Institutions and Innovation Seminar. Harvard Business School, November  
New York University NYC, Economic Science Association, June  
Yale University, ARCS, May

## TEACHING

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### **New York University, Abu Dhabi**

“Corporate Finance,” Undergraduate elective. Spring 2014, 2015, 2016. Fall 2016  
“What Do Leaders Do?” Undergraduate CORE. Spring 2016. Fall 2016  
“Mathematics for Social Sciences II,” Undergraduate. Spring 2014  
“Mathematics for Social Sciences I,” Undergraduate. Fall 2014, 2013

### **University of California, Berkeley**

“Ethics & Leadership,” MBA core (GSI, Prof. Dal Bó). Spring 2013  
“Strategy” MBA core (GSI, Prof. De Figueiredo). Spring 2011

### **Universidad de los Andes, Chile**

“Principles of Economics,” Undergraduate core. 2007 – 2008

### **Universidad de Chile, Chile**

“Macroeconomics,” MSc Economics core (T. A., Profs. A. Repetto and R. Bergoing).  
2005 – 2006

## PROFESSIONAL EXPERIENCE

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<b>Ministry of Economics, Government of Chile</b>	2006 – 2008
Economic Adviser. National Innovation Council	
<b>Ministry of Economics, Government of Chile</b>	2006 – 2008
Adviser to Head of National Innovation Council (former Finance Minister, N. Eyzaguirre)	
<b>Dean of Berkeley-Haas School of Business, Rich Lyons, CA, US</b>	2008
Adviser. Benchmark analysis of Latin America’s innovation systems	
<b>CONICYT, Comisión de Investigación Científica y Tecnológica, Chile</b>	2006
Consultant. Econometric analysis of awardee’s success	
<b>Juan Braun, Inactiva - Technology for Education, Chile</b>	2006 – 2007
Consultant. Analysis of Chile's Education System	
<b>Rodamendez Ltda, Importers - Power Transmission Company, Chile</b>	2004
Consultant. Revenue management and inventories	
<b>Iansa S.A., Sugar Production Company, Chile</b>	2003
Intern. Maintenance Department	

## PROFESSIONAL AFFILIATIONS AND SERVICE

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American Economic Association, Econometric Society, Economic Science Association,  
Academy of Management, Strategic Management Society.

Ad-hoc Reviewer for: The B.E. Journal of Theoretical Economics, European Economic Review, American Political  
Science Review, American Journal of Political Science, Theory and Decision, Journal of the Economic Science  
Association, Journal of Economics & Management Strategy

## UNIVERSITY SERVICE

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### **New York University, Abu Dhabi**

Organizer: Economics Department Internal Seminar

Member: Prototyping Grant Committee NYUAD. Committee establishes policies  
for the distribution of the NYUAD Prototyping Fund.

Mentoring: NYUAD post-doctoral associate Aaron Kamm

Faculty advisor: Latin America Special Interest Student Group,

Students participating at the 2015-2016 CFA Institute Research Challenge

Mentoring students in their freshman year